



## ARCNET Trade Association

2460 Wisconsin Avenue, Downers Grove, IL 60515 • TEL 708/960-5130 • FAX 708/963-2122

### ARCNET TRADE ASSOCIATION RECEIVES ANSI ACCREDITATION

DALLAS, October 15, 1991 ... The ARCNET Trade Association (ATA) has petitioned the American National Standards Institute (ANSI) for approval of the ATA's "ARCNET Local Area Network Standard" as an ANSI standard.

ATA officials say should the process continue its present course, final adoption of the standard by ANSI's executive committee should take place by late 1991 or early 1992. The ATA, which has been approved by ANSI as a standards-developing body, is in the midst of ANSI's canvass process to obtain approval of the ARCNET protocol as a U.S. standard.

The ARCNET Standard was generated under documented, strict adherence to due process rules of committee review and consensus standards development customarily used by standards-developing bodies. Participation in the process was open to all ATA members and others having direct and material interest in the standard. Before announced review meetings, drafts were circulated to all members. During the meetings, all comments were discussed, resolved, and documented for inclusion in the subsequent revision.

Revision 1.6 — the version which has been circulated in the ANSI canvass process — was approved by the ATA board which authorized the document to be published for dissemination to interested LAN technology users.

ARCNET, which was introduced in 1977, today is supported by more than 50 suppliers, and has an installed base approaching four million nodes in more than 300,000 networks. Most manufacturers offer ARCNET products under their proprietary names, giving ARCNET a low profile in its thousands of office and factory floor applications. Currently, between 750,000 and one million ARCNET nodes are being shipped annually for installation in tens of thousands of networks.

The ATA is a not-for-profit organization formed in 1987 to increase visibility, support, and development of this widely-installed LAN technology.

Copies of the standard are available from the ATA office at the address below. The non-member price is \$75, and the member price is \$55. There is an additional \$10 charge for shipping and handling.

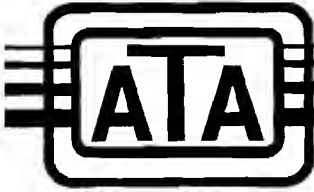
#### Further Information - Inquiries Invited

Additional information is available from :

ARCNET Trade Association  
2460 Wisconsin Avenue  
Downers Grove, IL 60515

Telephone: 708/960-5130  
Fax No.: 708/963-2122

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## STATEMENT OR PURPOSE

The ARCNET Trade Association is a non-profit organization incorporated in the state of Illinois.

Membership is open to anyone and primarily consists of users of end products, developers and vendors of products, dealers, distributors, re-sellers and system integrators, and others interested in the ARCNET local area network. This constituency was generated by the installed base fueled by the sale of over 5 million nodes of ARCNET local area networks worldwide.

ATA's purpose is to:

1. Provide a worldwide clearing house for information about ARCNET at any level of detail from any inquirer regardless of membership.
2. Support educational activities about ARCNET.
3. Provide a forum for discussion of items of common interest by users, developers and vendors.
4. Provide management for the process for the development of standards associated with ARCNET.

The management of the Association and related activities is entrusted to a Governing Board elected from the membership and by the membership. Board membership is a voluntary, non-compensated activity as are the positions of Officers of the Board who are elected by the Board. All of the business activities of the Association are governed by Association By-laws and the laws of the state of Illinois which govern non-profit organizations.

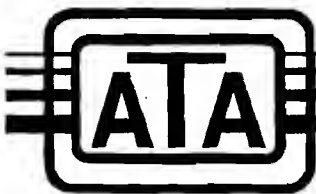
All standards development activities are carried out in an open, consensual, environment modeled after ANSI and IEEE standards development processes. Standards are developed in standards committees (or TAGS) who rigorously follow the concepts of the open, consensual process. Many of the members are IEEE members and have participated in IEEE standards development.

The standards process is closely monitored and managed by the Board to assure adherence to these concepts. Meetings are announced to the membership and other interested parties and are open to anyone who desires to attend and participate. This process includes a public canvass which must be completed before the standard is submitted to the Board for approval as an ARCNET Trade Association standard. Following this rigor, ARCNET Trade Association standards will be submitted to ANSI for its public canvass process. We believe that this two tier process assures adherence to the concept of openness and consensual development which we believe should be the basis for any standard development, be it organizational, national or international.

We believe that the users of over 5 million nodes of ARCNET local area networks worldwide deserve the protection of national and international standards to protect their investment. If the standards exist, the users can demand adherence to them. If they do not exist, users are denied that protection. Standards should not exist solely to provide competitive protection for large strong self-interest groups but should also be available to provide users alternative choices of technology and products. Otherwise, free trade is unfairly restrained.

The Governing Board of the ARCNET Trade Association pledges the continuation of these concepts and adherence to any and all directions, guidelines, rules, regulations and standards of conduct imposed, or suggested, by ANSI or its recognized standards developing bodies.

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## ARCNET TRADE ASSOCIATION

### HISTORICAL BACKGROUND

ARCNET is a local area network technology offering significant performance characteristics over competing LAN technologies. ARCNET has achieved a very sizable market penetration and continues to grow in popularity despite its relatively low market profile.

ARCNET has achieved phenomenal market acceptance in the face of limited market awareness. There are over two million ARCNET nodes installed worldwide today in all applications. When we look at the world market, ARCNET's installed base is over 13%.

Technically, ARCNET is a base-band, token-passing local area network protocol that operates at a data rate of 2.5Mb per second. Historically, ARCNET is a mature technology first developed by Datapoint in 1977. In 1981 the first ARCNET Controller chip was introduced and in 1983 the first ARCNET Controller board was designed for the IBM and IBM-compatible PC market.

### FORMATION OF THE ARCNET TRADE ASSOCIATION

The ATA was incorporated in Illinois in August 1987 and held its inaugural convention in October 1987 in Chicago. It was formed to remedy its low profile in the computer industry (office/factory). ARCNET has evolved into a mature, well-established local-area networking technology since its introduction as the first commercially available LAN on the market in 1977. The ATA has maintained an on going promotional effort to increase industry visibility, support and development of this widely installed, but virtually invisible LAN technology.

### ARCNET LAN TECHNOLOGY CHARACTERISTICS

ARCNET has always enjoyed wide supplier based support because it interfaces to all popular BUS structures, its performance is predictable, has efficient bandwidth utilization, and is flexible and simple to install and maintain.

Perhaps most importantly, ARCNET is reliable, a fault on one node does not shut down the entire network. If the cable is accidentally severed, the system automatically reconfigures to act like two smaller networks, on either side of the break.

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### ARCNET LAN TECHNOLOGY CHARACTERISTICS (Cont.)

The ARCNET Trade Association's primary purpose is to pull together those organizations involved in meeting the needs of the end-users of ARCNET LAN systems, in order to capture a significant portion of the nodes to be installed (including support services) over the next decade. It also seeks to help users and prospective users of LAN systems understand their needs and alternative solutions, and to provide related information and source of supply data, etc.

ATA's vision is that users/prospective users will benefit from lower prices and wider choices of equipment and services, and that ARCNET vendors will benefit from increased sales in a greatly expanding communications market.

According to NETWORK WORLD, (April 1990, page 19) ARCNET in 1993 is conservatively projected that it will continue to hold a 14% share of an estimated 31.8 million worldwide node market or 4.4 million nodes. This will be about twice the associations' known 1990 market share of 2 million nodes installed worldwide.

### ORGANIZATIONAL STRUCTURE OF ATA

The association is structured into two membership classifications: 1) Voting and 2) Affiliate. The difference is the level of participation the member wishes to attain within ATA.

Various standing and ad hoc committees are used to accomplish the stated goal of the ATA: to help users/prospective users solve expansion, new installation, and current LAN problems.

Consequently, the following ATA committees were established to perform their respective duties:

#### ARCNET Standards Committee

After ATA's Standard Committee review, comment, and approval, ATA will publish the "ARCNET Local Area Network Standard" for general use in the LAN industry as the officially adopted ARCNET Trade Association Standard. For more than a decade this has been the "defacto", albeit unpublished standard in the ARCNET community. The ATA formalized it and makes copies available from its association headquarters office to all who have a business interest in receiving a copy.

#### ATA Committee for an ANSI Standard

The purpose of this committee is to obtain American National Standards Institute approval for the ATA's ARCNET Local Area Standard and other standards from time-to-time through the ANSI committee approval process. This is in full compliance with ANSI requirements for accredited committee operating procedures.

The ATA maintains an on going relationship with ANSI through this Committee for an ANSI Standard.

#### Interconnect Committee

The ATA Interconnect Committee was formed to identify additional extant ARCNET interface protocols, e.g. with TCP/IP, NetBios, IEEE 802.2, MAP/TOP, etc., and evaluate the interface through this committee. Any evaluation takes place voluntarily on existing protocols with the object of drafting an ARCNET standard or industry performance specification for review and approval by this committee and eventually the general ATA membership.

Another activity has been to secure the right for ATA to obtain from Datapoint Corporation any licensing fees for its Virtual Circuit Services (VCS) protocol sold after 1988.

In its charter, this committee is to develop the following (including but not limited to):

- a mutually agreeable set of protocols to effect:
  - a) file transfer
  - b) file access
  - c) message passage

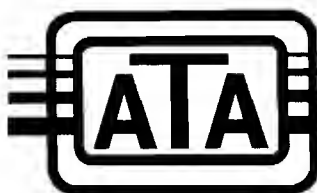
#### Enhanced ARCNET Committee

The Enhanced ARCNET Committee was formed to increase the speed of ARCNET's signaling schemes which is 2.5Mbps to 20Mbps. The 20Mbps version known as ARCNET PLUS was officially demonstrated in September 1989 at the Dallas Infomart. A Designer Development kit is available for early (pre-silicon) R & D testing of this chip. The kit consists of a board pair and allows for development of system level products. Chip availability will be from both SMC and NCR in 1991.

### Other Committees

Various marketing and educational committees have from time-to-time been formed within the ATA to meet the promotional effort and tutorial presentations, etc. Some of these committees have been or are currently the:

- Education and Training Committee
- ARCNET Demonstration Committee
- Promotions Committee
- Tutorial Presentation Committee
- Marketing Committee



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## APPLICATION FOR MEMBERSHIP

There are two classes of membership in the ATA - Sponsoring Member and Member. The benefits of membership are the same except in the appointment of directors. Directors positions on the governing board are only available to sponsoring members, however, all members can vote on board member elections or other issues requiring membership approval. Sponsoring membership is encouraged for companies with a vested interest in ARCNET's success and want to contribute in a leadership capacity. Member status is for those companies that are also interested in ARCNET's success but are willing to accept the direction provided by the governing board. The representative's name given below will vote on behalf of the member company.

The undersigned, a corporation, or firm meets the criterion for membership and hereby submits application for membership in the ARCNET TRADE ASSOCIATION in the following category:

Check One Membership Category	Annual Membership Fees
<input type="checkbox"/> Sponsoring Member	\$1500
<input type="checkbox"/> Member	\$ 250

Membership Name: \_\_\_\_\_

Division/Subsidiary \_\_\_\_\_

Mailing Address \_\_\_\_\_

City/State/ZIP \_\_\_\_\_

Country \_\_\_\_\_ Phone \_\_\_\_\_ FAX \_\_\_\_\_

Application Completed By \_\_\_\_\_ Date \_\_\_\_\_  
(Please Print)

Mail To: Above Address

Dues payment enclosed \$ \_\_\_\_\_

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